Windows XP Professional Roadmap

Purpose of Windows Cheat Sheet: to provide the sales rep/channel partner with a quick reference description of the most cost-effective path for a customer to upgrade to WindowsXP Professional and/or to enroll in Software Assurance during each of the three distinct time periods: Transition Period, Launch (Grace) Period, and Steady State.

Customer Situation:	Customer intends to upgrade to WindowsXP Pro:	Most Cost Effective Option During each Time Period		
		Transition Period (May 1 - Sept 30)	Launch (grace) Period (October 1 – Feb 28)	Steady State (March 1 on)
Has Windows 3.x or Windows for Workgroups 3.x	Wants SA	Option 1: CUP + SA during the Launch (Grace) Period; OR Option 2: Sign an EA	Pro Upgrade+SA	Pro Upgrade+SA
	Does not want SA	CUP	Pro Upgrade	Pro Upgrade
Has Windows 95/98/ME	Wants SA	Option 1: PUP + SA during the Launch (Grace) Period; OR Option 2: Sign an EA	Pro Upgrade+SA	Pro Upgrade+SA
	Does not want SA	PUP	Pro Upgrade	Pro Upgrade
Has Windows NT Workstation	Wants SA	UA	Pro Upgrade+SA or UA	Pro Upgrade+SA
	Does not want SA	UA	Pro Upgrade	Pro Upgrade
Has Windows 2000 Pro	Wants SA	Do Nothing	SA	Pro Upgrade+SA
	Does not want SA	Do Nothing	SA	Pro Upgrade
Has competitive product	Wants SA	Windows2000 CUP + SA during the Launch (Grace) Period	Pro Upgrade+SA	Pro Upgrade+SA
	Does not want SA	Windows2000 CUP + SA during the Launch (Grace) Period	Pro Upgrade	Pro Upgrade
Needs new licenses	Wants SA	Not available in VL - can enroll Windows 2000 licenses from FPP or OEM in SA during the Launch (Grace) Period	Not available in VL - can enroll Windows 2000 or XP licenses from FPP or OEM in SA	Not available in VL - can enroll Windows 2000 or XP licenses from FPP or OEM in SA

	Does not want SA	Not available in VL	Not available in VL	Not available in VL
Has an EA that expires before the launch date of WindowsXP	Wants SA ⟹	Renew their EA	Renew their EA	Sign new EA
	Does not want SA	Renew their EA	Renew their EA	Option 1: Sign new EA; OR Option 2: purchase Pro Upgrades
Has an EA that expires after the launch date of WindowsXP	Wants SA ⟹	N/A	Renew their EA	Sign a renewal EA within 90 days of expiration
	Does not want SA	N/A	Do nothing	Do nothing

Price Point Examples (US ERP for Select Level A):
Windows 2000 Pro VUP = $121
Windows 2000 Pro PUP = $175
Windows 2000 Pro UA = $157
Windows 2000 Pro CUP = $232
Windows 2000 Pro Upgrade (after 10/1/01) = $185
Windows 2000 Pro Upgrade + MSA = $239
Windows 2000 Pro SA = $54
Windows Pro New EA = $64/year for 3 years
Windows Pro Renewal EA = $50/year for 3 years
Note: WindowsXP Pro pricing not yet available. Use Windows 2000 Pro pricing as a proxy.

UA Eligibility
1. Win9.x customers are not eligible for Windows Pro UA

EA Renewal Pricing Eligibility
1. Customers whose EA expired prior to Sept 30, 2001 are eligible for renewal pricing through Feb 28 2002
2. Customers whose EA expired after Oct 1, 2001 are eligible for renewal pricing through Feb 28, 2002 or 90 days from their expiration date, whichever is later

Purchases of Windows 95 and Windows 98
1. Windows 9.x licenses will be removed from the volume licensing price lists on July 1, 2001
2. Downgrade rights to Win 9.x licenses will be included in Win2000 skus as of July 1, 2001, and will be included in the Windows Pro Upgrade sku as of Oct 1, 2001.

Eligibility Qualifications:
1. Pre-October CUP: Windows 3.x, Windows for Workgroups 3.x, OS/2, Macintosh, SCO (Xenix, UnixWare), Sun (Solaris/X86, Solaris/SPARC, Sun OS), Hewlett-Packard (HP-UX), IBM (AIX), Digital (Ultrix, OSF/1, Digital UNIX), SGI (IRIX), or IBM 4680/90.
2. Pre-October PUP: Windows 95, Windows 98, or Windows Millennium Edition
3. Pre-October VUP: Windows NT Workstation 3.51 or 4.0 or Terminal Server CAL.
4. Post-October Windows Pro Upgrade: Windows NT Workstation 3.51 or 4.0, Windows 95, Windows 98, Windows Millennium Edition, Windows 3.x, Windows for Workgroups 3.x, DOS, OS/2, Macintosh, SCO (Xenix, UnixWare), Sun (Solaris/X86, Solaris/SPARC, Sun OS), Hewlett-Packard (HP-UX), IBM (AIX), Digital (Ultrix, OSF/1, Digital UNIX), SGI (IRIX), or IBM 4680/90.